

Message Text

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ACTION FSI-01

INFO OCT-01 ARA-10 ISO-00 EB-11 COME-00 PER-05 /028 W

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P R 122000Z SEP 74

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC PRIORITY 1366

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 3456

E.O. 11652: N/A

TAGS: COM, BR

SUBJECT: FSI: COMMERCIAL LOCALS U.S. TRAINING PROGRAM

REF: STATE 187748

1. WE PROPOSE FOR PARTICIPATION IN SUBJECT PROGRAM

MR. ASLAN DAVID ANZAROUT OF THE CONSULATE GENERAL IN RIO DE JANEIRO AND MR. EDUARDO FONSECA ALTFENFELDER SILVA OF THE CONSULATE GENERAL IN SAO PAULO. MR. ANZAROUT IS AVAILABLE FOR THE PROGRAM BEGINNING IN OCTOBER, BUT MR. SILVA CANNOT BE RELEASED UNTIL LATE MARCH BECAUSE OF HEAVY COMMERCIAL PROGRAM SCHEDULED FOR SAO PAULO DURING NEXT FEW MONTHS.

ASLAN DAVID ANZAROUT

A. BORN: MAY 20, 1935, IN CAIRO, EGYPT;

B. ENGLISH COMPREHENSION: GOOD TO EXCELLENT;

C. SERVICE WITH USG: 7.6 YEARS;

D. PREVIOUS EXPERIENCE: B.A. IN ECONOMICS FROM CAIRO UNIVERSITY AND APPROXIMATELY TEN YEARS OF ASSOCIATION WITH IMPORT/EXPORT ENTERPRISES PRIOR TO JOINING CONGEN STAFF;

E. MAJOR INTERESTS ARE IN THE COMPUTER, BUSINESS EQUIPMENT, LABORATORY INSTRUMENTS, GRAPHIC ARTS, METAL WORKING, AND BANKING AND SECURITY INDUSTRIES;

F. MR. ANZAROUT HAS BECOME A KEY ELEMENT IN THE CONSULATE GENERAL'S COMMERCIAL EFFORTS, CONTRIBUTING UNCLASSIFIED

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SIGNIFICANTLY AS AN OPERATING AND REPORTING OFFICER TO

THE POST'S SUCCESSFUL COMMERCIAL EFFORTS. HE IS, MOREOVER, EXPECTED TO MAKE AN EVEN MORE IMPORTANT CONTRIBUTION IN THE FUTURE. MR. ANZAROUT HAS NEVER VISITED THE U.S. AN EXPOSURE SIMILAR TO THAT DISCUSSED IN REFTEL WOULD ADD SIGNIFICANTLY TO HIS TOTAL APPRECIATION OF THE INDUSTRIAL AND ECONOMIC CAPACITY OF THE U.S. ECONOMY, OF GOVERNMENTAL OPERATIONS, AND OF HIS OWN ROLE WITHIN THE TOTAL U.S. EXPORT EFFORT. MR. ANZAROUT LOOKS FORWARD TO MANY MORE YEARS OF U.S. GOVERNMENT SERVICE TO IMPLEMENT THE KNOWLEDGE HE WOULD ACQUIRE FROM THE PROPOSED TRAINING PROGRAM.

EDUARDO FONSECA ALTFENFELDER SILVA

A. BORN: SEPTEMBER 12, 1935, IN SAO PAULO, BRAZIL;
B. ENGLISH COMPREHENSION: FAIR TO GOOD;
C. SERVICE WITH USG: 8 YEARS;
D. PREVIOUS EXPERIENCE: ASSISTANT CHIEF OF THE EXCHANGE DEPARTMENT AT THE BANCO DE SAO PAULO FOR FOUR YEARS. HE HAS ALSO TAKEN "CORRESPONDENCE COURSE FOR FSL COMMERCIAL SPECIALIST" OFFERED BY FSI AND USDOC;
E. HIS MAJOR INTERESTS ARE IN TRADE EXHIBITS AND TRADE MISSIONS, PRINTING AND PACKAGING, IRON AND STEEL PRODUCTION, AND HEALTH CARE INDUSTRIES;
F. MR. SILVA IS AN EXCEPTIONALLY INDUSTRIOUS, ABLE AND RELIABLE INDIVIDUAL. FOR SOME YEARS HE HAS BEEN RESPONSIBLE FOR ALL ASPECTS OF PREPARATION FOR THE NUMEROUS TRADE MISSIONS VISITING SAO PAULO. HIS PERSEVERENCE IN SOLVING DIFFICULT LOGISTICAL PROBLEMS OFTEN RESULTED IN HIGHLY SUCCESSFUL TRADE MISSIONS. IN SEPTEMBER 1972, AFTER A VISIT TO SAO PAULO AS ADVANCE OFFICER FOR A COMMERCE-SPONSORED MISSION/SEMINAR, MR. ROGER TURNER OF USDOC RECOMMENDED THAT MR. SILVA RECEIVE ADDITIONAL TRAINING IN APPROPRIATE USDOC COURSES. THIS RECOMMENDATION HAS BEEN MADE CONSISTENTLY BY MR. SILVA'S SUCCESSIVE SUPERVISORS SINCE 1970. TRAINING IN THE U.S. WOULD MAKE HIM EVEN MORE KNOWLEDGEABLE OF TRADE MISSION REQUIREMENTS AND GREATLY HELP HIM IN GENERAL TRADE PROMOTION WORK, SPECIFICALLY IN EXPORT PROMOTION ACTIVITIES WHERE HIS PERFORMANCE TO DATE HAS BEEN OUTSTANDING.

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2. WE ARE PLEASED THAT THE FOREIGN SERVICE INSTITUTE, THE DEPARTMENT OF COMMERCE AND THE DEPARTMENT OF STATE HAVE REINSTITUTED THIS WORTHWHILE TRAINING PROGRAM. WE SINCERELY HOPE THAT OUR TWO NOMINEES WILL BE SELECTED TO PARTICIPATE. AT THE SAME TIME, HOWEVER, WE RECOMMEND THAT THE TRAINING PERIOD BE LIMITED TO FOUR OR, AT VERY MOST, FIVE WEEKS.

MILLER

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